A3940-1,74

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 4 May 1991

WESTERN REGION (WCPA)

Arizona State University
California Institute of Technology
California Poly. State University - San Luis Obispo
California State Poly University - Pomona
California State University - Fresno
California State University - Hayward
California State University - Long Beach
California State University - Los Angeles
California State University - Sacramento
University of California - Irvine - Graduate School of Management
University of California - Los Angeles
Gonzaga University
University of Idaho
Loyola Marymount University
Mills College
University of Nevada - Reno
Oregon State University
University of Oregon
University of the Pacific
Point Loma Nazarene College
Portland State University
University of Redlands
San Diego State University
University of San Francisco
San Francisco State University
San Jose State University
Santa Clara University
University of Southern California
University of Southern California - Graduate School of Business
Stanford University
Washington State University
University of Washington
Westmont College

The career planning & placement offices that participate in the ***Salary Survey*** are divided into seven geographic regions. The participants listed comprise the **Western** Region.

The data are based on salary offers made to students graduating between September 1, 1990, and August 31, 1991. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (April 5, 1991, through May 6, 1991) and cumulatively (September 1, 1990, and May 6, 1991).

Copyright 1991 by The College Placement Council, Inc.
No part of this publication may be used, adapted, or reproduced in any manner whatsoever without written permission.
ISSN 1048-7743

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	3	273	$25000	$26609	*	*	*	221	2304	$25308	$26667	$28119	$25000	$21737
BUSINESS ADMIN (INCL MGMT	+	94	+	23730				64	653	24180	23520	31500	24000	18000
DISTRIBUTION MANAGEMENT	1	5	24700	26340	*	*	*	2	14	25700	26900	*	*	*
ECONOM & FINANCE (BANKING	2	179	27350	27327	*	*	*	74	880	25517	25814	30000	26000	20000
HOTEL/RESTAURANT MGMT.	+	10	+	21340				1	49	20600	21165	*	*	*
HUMAN RSRCS (incl LABOR R	+	4	+	24650				10	72	27120	24612	*	*	*
MANAGEMENT INFO SYSTEMS	1	27	28800	28819	*	*	*	6	248	29963	28407	*	*	*
MARKETING/MARK MGMT (RESR	+	151	+	24641				60	793	23907	23825	30000	23000	18000
REAL ESTATE	+	1	+	24000				2	6	21250	20887	*	*	*
COMMUNICATIONS														
ADVERTISING	+	3	+	18500				2	46	23780	20938	*	*	*
COMMUNICATIONS	+	12	+	19399				15	139	23448	21750	*	*	*
JOURNALISM	+	7	+	21989				2	81	18420	19955	*	*	*
TELECOMMUN/BROADCASTING	1	17	28000	24658	*	*	*	1	39	28000	23784	*	*	*
EDUCATION														
ELEMENTARY EDUCATION	+	19	+	21121				32	227	19158	20080	24000	20324	11000
PRE-ELEMENTARY EDUCATION	+	+	+	+				+	27	+	16647			
PHYSICAL EDUCATION	+	4	+	19900				3	25	17065	19245	*	*	*
SPECIAL EDUCATION	+	1	+	18807				5	42	23916	22847	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	4	+	24550				+	16	+	20681			
TEXTILES & CLOTHING	+	12	+	21000				5	52	20800	21721	*	*	*
MERCHANDISING MANAGEMENT	+	7	+	19343				+	31	+	20926			
HUMANITIES														
FOREIGN LANGUAGES	+	1	+	22100				1	19	21000	21401	*	*	*
LETTERS (incl English, Li	+	10	+	22377				10	77	24788	21725	*	*	*
VISUAL & PERFORMING ARTS	+	6	+	20417				6	51	19061	19979	*	*	*
HUMANITIES - OTHER	+	9	+	22433				7	50	23151	22832	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	1	+	20000				3	41	20000	20966	*	*	*
HISTORY	+	6	+	23167				5	37	21800	22506	*	*	*
POLITICAL SCIENCE/GOVT	+	11	+	22850				14	94	23421	22294	*	*	*
PSYCHOLOGY	+	16	+	22881				8	107	20285	19863	*	*	*
SOCIOLOGY	+	4	+	20336				5	46	24940	19830	*	*	*
SOCIAL SCIENCES-OTHER	+	22	+	24949				3	82	30065	20939	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	1	17	30000	30268	*	*	*	11	105	30633	30256	*	*	*
AGRICULTURAL	+	14	+	30224				4	35	32375	30669	*	*	*
ARCHITECTURAL	+	7	+	32179				1	44	34032	30659	*	*	*
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	6	+	27917			
CHEMICAL	1	164	31080	37898	*	*	*	4	1100	33870	37384	*	*	*
CIVIL	2	131	32000	28864	*	*	*	18	637	32871	29545	*	*	*
COMPUTER	1	44	28000	31589	*	*	*	10	144	32666	31891	*	*	*
ELECTRICAL/ELECTRONIC	8	230	30778	33477	*	*	*	45	1232	33445	33113	40716	33900	26252

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	2	+	$29250				1	4	$26400	$29475	*	*	*
INDUSTRIAL	+	60	+	32960				14	281	32356	32289	*	*	*
MECHANICAL	3	292	$33077	34347	*	*	*	29	1466	31435	34069	$36000	$31000	$26252
METALLURGICAL	1	39	33000	33664	*	*	*	1	124	33000	33557	*	*	*
MINING (INCL GEOLOGICAL)	+	3	+	32000				1	39	34000	31184	*	*	*
NUCLEAR	+	2	+	30417				+	15	+	32332			
PETROLEUM	+	28	+	40166				+	164	+	38686			
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	+	26	+	29405				16	144	31439	28678	*	*	*
INDUSTRIAL TECHNOLOGY	+	6	+	30000				+	18	+	27361			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	8	+	24750				16	60	24288	22712	*	*	*
ANIMAL SCIENCES	+	4	+	23000				4	27	27300	21746	*	*	*
PLANT SCIENCES	+	6	+	19702				1	14	38000	20221	*	*	*
NATURAL RESOURCES	+	1	+	16300				2	11	26040	20005	*	*	*
OTHER AGRICULTURAL SCIENC	+	4	+	19750				6	27	25282	24597	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	1	72	28000	32088	*	*	*	38	585	29992	30469	36600	30000	22608
COMPUTER PROGRAMMING	+	2	+	19375				+	21	+	28173			
INFORMATION SCIENCES & SY	+	15	+	28829				2	142	26000	29000	*	*	*
SYSTEMS ANALYSIS	+	2	+	31000				+	6	+	25427			
HEALTH SCIENCES														
ALLIED HEALTH	+	+	+	+				+	72	+	28058			
HEALTH SCIENCES	+	5	+	17700				2	32	19864	20564	*	*	*
NURSING	+	10	+	26500				+	89	+	28349			
PHARMACY	+	1	+	44200				+	31	+	39040			
SCIENCES														
ACTUARIAL	+	1	+	31740				+	9	+	29269			
ARCHITECTURAL & ENVIRONME	+	+	+	+				5	16	26300	26463	*	*	*
BIOLOGICAL	+	11	+	22210				3	51	21267	21267	*	*	*
CHEMISTRY	+	4	+	28355				+	64	+	27625			
GEOLOGY & GEOLOGICAL SCI	+	3	+	26233				+	25	+	28250			
MATHEMATICS	+	28	+	29868				7	113	27598	27503	*	*	*
PHYSICS	+	1	+	27400				+	15	+	29059			
OTHER PHYSICAL & EARTH SC	+	1	+	28000				+	5	+	22109			
POLYMER SCIENCE	+	2	+	35250				+	2	+	35250			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	26	2162						808	13323					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	3	184	$25000	$27139	*	*	*	125	1735	$25236	$27222	$28000	$25500	$22200
ACCOUNTING (PRIVATE)	+	79	+	25617				90	591	25506	25068	29000	25000	22000
COMMERCIAL BANKING (CNSMR	+	17	+	23665				6	70	21383	22376	*	*	*
COMMERCIAL BANKING (LENDG	+	27	+	23876				3	88	25333	24086	*	*	*
INVESTMT BANKING (CORP FN	+	3	+	26333				2	27	29250	28093	*	*	*
INVESTMT BANKNG (M & A)	+	+	+	*				+	2	+	28500			
INVESTMT BANKG (REAL EST)	+	+	+	*				+	4	+	18875			
INVESTMT BANKG (SALES & T	+	2	+	32000				2	19	21900	23268	*	*	*
FINANCIAL/TREASURY ANALYS	+	64	+	29466				26	293	25687	27173	30000	26440	20400
PORTFOLIO MGMT/BROKERAGE	+	4	+	33250				6	29	22867	23416	*	*	*
UNDERWRITING	+	21	+	25648				6	110	25850	24295	*	*	*
INSURANCE - CLAIMS	+	12	+	23658				6	80	23400	22813	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	7	+	21500				1	26	24000	20086	*	*	*
MEDIA PLANNING	+	2	+	15250				1	12	29000	20287	*	*	*
REPORTING	+	+	+	*				2	16	20500	16355	*	*	*
PRODUCTION	1	4	24700	26140	*	*	*	3	44	27233	24874	*	*	*
PUBLIC RELATIONS	+	2	+	19720				5	44	17148	20000	*	*	*
WRITING / EDITING	+	5	+	22700				1	28	30000	20589	*	*	*
MARKETING														
ADVERTISING	+	6	+	19067				2	31	24500	20474	*	*	*
BRAND/PRODUCT MANAGEMENT	+	13	+	24645				16	109	26252	24319	*	*	*
BUYER/MERCHANDISING	1	55	28000	23580	*	*	*	20	196	26789	23447	33000	25500	21000
DISTRIBUTION	+	2	+	25500				3	39	25233	26459	*	*	*
MARKET RESEARCH	+	6	+	27483				4	60	26500	25273	*	*	*
PURCHASING	+	4	+	28500				3	27	24433	27570	*	*	*
SALES	2	144	27350	25757	*	*	*	66	796	24241	25314	30000	25000	18000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	5	+	20600				2	26	29600	20328	*	*	*
FINANC,TAXA, MONETARY POL	+	17	+	23123				17	66	23774	22909	*	*	*
ECONOMIC PROGRAMS	+	+	+	*				4	10	21549	21659	*	*	*
LAW ENFORCEMENT	+	2	+	18530				1	37	20200	23362	*	*	*
MILITARY	+	2	+	24917				2	46	24432	23646	*	*	*
NATIONAL SECURITY	+	1	+	20000				2	8	21000	20200	*	*	*
URBAN / REGIONAL PLANNING	+	+	+	+				+	10	+	19183			
ENGINEERING														
BIOENGINEERING	+	+	+	+				+	6	+	26333			
DESIGN / CONSTRUCT	3	94	33907	30318	*	*	*	14	677	33656	30702	*	*	*
ENVIRONMENTAL/SANITATION	+	16	+	29419				13	120	32910	30840	*	*	*
MANUFACTURING/INDUSTRIAL	+	137	+	34314				20	789	31987	33890	36000	31600	28000
SYSTEMS / PROGRAMMING	1	34	28800	31754	*	*	*	9	182	30332	32263	*	*	*
POWER SYSTEMS	1	27	34000	32981	*	*	*	7	164	35827	33185	*	*	*
SOFTWARE DESIGN & DEVELOP	1	17	28000	32858	*	*	*	9	139	33134	32396	*	*	*
HARDWARE DESIGN & DEVELOP	+	33	+	34675				1	155	31000	33517	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	+	32	+	$34964				5	252	$29560	$34165	*	*	*
TESTING	1	11	$31500	32438	*	*	*	10	115	31306	30665	*	*	*
PROCESS ENGINEERING	1	154	31080	37939	*	*	*	3	893	36160	37654	*	*	*
PROJECT ENGINEERING	+	268	+	33817				5	851	33540	34178	*	*	*
OTHER ENGINEERING	9	195	32000	31991	*	*	*	55	1074	31962	32645	$36000	$31850	$26252
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	+	2	+	21000				2	22	21000	24025	*	*	*
INDUSTRIAL HYGIENE	+	+	+	+				1	3	24000	23444	*	*	*
MEDICAL TECHNOLOGY	+	1	+	12000				1	32	10000	23649	*	*	*
NURSES / PERSONAL CARE	+	10	+	26500				+	85	+	27884			
OCCUPATIONAL THERAPY	+	+	+	+				1	21	44000	29647	*	*	*
PHARMACIST	+	1	+	44200				+	32	+	38650			
PHYSICAL THERAPY	+	+	+	+				+	11	+	26516			
RESPIRATORY THERAPY	+	+	+	+				+	4	+	33914			
OTHER HEALTH RELATED	+	6	+	19250				1	63	24000	23580	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	+	2	+	25250				+	21	+	20649			
COUNSELING	+	2	+	19500				3	47	14000	16977	*	*	*
FUNDRAISING / DEVELOPMENT	+	+	+	+				+	2	+	20620			
SOCIAL WORK	+	6	+	16937				1	41	25000	17369	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	+	64	+	29905				16	454	29307	28886	*	*	*
INFORMATION SYSTEMS	+	34	+	30085				8	190	27750	29428	*	*	*
SYSTEMS ANALYSIS & DESIGN	1	28	28000	31708	*	*	*	16	267	31462	30056	*	*	*
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	10	+	32524				2	22	31500	31580	*	*	*
AGRICULTURE/NAT'L RESOURC	+	22	+	23314				8	83	26025	21885	*	*	*
ARCHITECTURE	+	+	+	+				4	8	25875	26238	*	*	*
CONSULTING	1	78	17230	29774	*	*	*	22	346	27732	29144	34000	28000	22000
HUMAN RESRCS /INDUS RELS	+	7	+	25771				7	72	27056	23623	*	*	*
MANAGEMENT TRAINEE	+	140	+	23510				81	898	22717	22804	28000	22740	18000
MATH/STATISTICIANS	+	3	+	22584				2	24	30100	23554	*	*	*
PARALEGAL	+	2	+	18750				+	10	+	20450			
RESEARCHERS NON-TECHNICAL	+	+	+	+				1	8	30000	23077	*	*	*
RESEARCHERS - TECHNICAL	+	4	+	33758				2	34	33000	28981	*	*	*
TEACHING	+	32	+	20732				51	427	20558	20549	27083	21614	11000
TOTALS	26	2162						808	13323					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

WCPA REGIONAL Report No. 4 MAY 1991
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	+	23	+	$32298				+	184	+	$31324			
MBA--NON-TECH	+	33	+	35675				13	283	$35861	35653	*	*	*
MBA--TECH	+	10	+	43850				+	60	+	39898			
MS-BUSINESS	+	9	+	40400				+	25	+	42514			
ECONOMICS & FINANCE (BANK	+	63	+	43954				2	147	32644	43562	*	*	*
HUMAN RESOURCES (INCL LAB	+	13	+	40231				+	36	+	37981			
MANAGEMENT INFORMATION SY	+	6	+	38587				+	20	+	35686			
MARKETING/MKTNG MGT (RESE	+	50	+	43302				+	100	+	44661			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	4	+	33250			
COMMUNICATIONS	+	+	+	+				+	8	+	29320			
JOURNALISM	+	+	+	+				+	2	+	21500			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				3	16	22363	23926	*	*	*
ELEMENTARY EDUCATION	+	1	+	19000				11	28	24019	24224	*	*	*
PHYSICAL EDUCATION	+	1	+	16500				1	5	14000	22900	*	*	*
READING EDUCATION	+	+	+	+				1	1	32944	32944	*	*	*
SPECIAL EDUCATION	+	1	+	22500				5	10	25958	23757	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	2	+	16650			
LETTERS	+	+	+	+				+	4	+	23500			
VISUAL & PERFORMING ARTS	+	+	+	+				+	3	+	20408			
HUMANITIES - OTHER	+	+	+	+				+	4	+	31251			
SOCIAL SCIENCES														
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	1	+	22145			
PSYCHOLOGY	+	1	+	24000				+	11	+	23592			
SOCIOLOGY	+	+	+	+				1	3	28000	24267	*	*	*
SOCIAL SCIENCES - OTHER	+	+	+	+				+	13	+	30853			
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	3	+	36672				+	11	+	35921			
AGRICULTURAL	+	2	+	28500				+	2	+	28500			
BIOENGINEERING & BIOMEDIC	+	1	+	35500				+	2	+	32750			
CHEMICAL	+	9	+	40369				1	53	41028	39988	*	*	*

continued

WCPA REGIONAL Report No. 4 MAY 1991

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
CIVIL	+	9	+	$34270				+	79	+	$34904			
COMPUTER	+	5	+	42330				+	7	+	40921			
ELECTRICAL/ELECTRONIC	+	18	+	39275				8	138	$38044	38451	*	*	*
INDUSTRIAL	+	1	+	39000				1	22	31000	36502	*	*	*
MECHANICAL	+	9	+	39728				4	124	34072	38202	*	*	*
METALLURGICAL	+	2	+	39012				+	19	+	38013			
MINING & MINERAL	+	+	+	+				+	14	+	35007			
NUCLEAR	+	+	+	+				+	2	+	37800			
PETROLEUM	+	4	+	43400				+	30	+	43500			
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	1	+	18000				+	4	+	20972			
HEALTH SCIENCES	+	1	+	26500				+	14	+	26250			
NURSING	+	+	+	+				+	1	+	49000			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	+	+	+				+	7	+	26671			
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	1	+	28080			
BIOLOGICAL	+	+	+	+				+	3	+	22686			
CHEMISTRY	+	+	+	+				+	10	+	33412			
COMPUTER SCIENCE														
COMPUTER SCIENCE	1	10	$38500	36381	*	*	*	3	101	36833	37419	*	*	*
SCIENCES														
GEOLOGICAL (INCL GEOPHYS)	+	5	+	39540				+	30	+	36917			
MATHEMATICS (INCL ACTUARI	+	2	+	28750				1	13	10000	27977	*	*	*
PHYSICS	+	+	+	+				+	3	+	27219			
POLYMER	+	+	+	+				+	+	+	+			
TOTALS	1	293						55	1660					

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 4/5/91 THROUGH 5/6/91

CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	+	26	+	$47922				+	146	+	$44582			
MBA--TECH	+	14	+	48279				+	51	+	47900			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	+	70	+	49324				2	219	$44000	48390	*	*	*
MBA--TECH	+	43	+	50033				+	110	+	51878			
OVER 4 YEARS														
MBA--NON-TECH	+	43	+	50948				3	181	33333	48651	*	*	*
MBA--TECH	+	25	+	55297				1	89	85000	52914	*	*	*
TOTALS	+	221						6	796					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 4/5/91 THROUGH 5/6/91

CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	1	+	$71500				2	11	$62550	$56736	*	*	*
ECONOMICS	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				4	7	35768	37582	*	*	*
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	1	+	35000				+	2	+	32500			
FOREIGN LANGUAGES	+	+	+	+				+	2	+	36870			
HUMANITIES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	+	+	+				+	7	+	45957			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES	+	+	+	+				+	1	+	30000			
ENGINEERING														
AEROSPACE	+	+	+	+				+	3	+	46027			
CHEMICAL	+	12	+	52333				+	54	+	53038			
CIVIL	+	+	+	+				+	6	+	41499			
COMPUTER	+	+	+	+				+	2	+	52250			
ELECTRICAL/ELECTRONIC	+	2	+	53750				1	13	57000	55798	*	*	*
INDUSTRIAL ENGINEERING	+	+	+	+				+	1	+	54000			
MECHANICAL	+	1	+	56000				+	5	+	48033			
METALLURGICAL	+	3	+	52200				+	15	+	48667			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	2	+	43000			
BIOLOGICAL	+	+	+	+				+	4	+	31138			
CHEMISTRY	+	2	+	50000				+	55	+	48340			
GEOLOGICAL (INCL GEOPHYS)	+	+	+	+				+	10	+	52184			
MATHEMATICS	+	+	+	+				+	6	+	38483			
PHYSICS	+	+	+	+				+	2	+	40000			
POLYMER	+	3	+	44133				+	5	+	47600			
TOTALS	+	25						7	213					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT — Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER — CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91 — 90th: 22080 / 10th: 18330 — PART 1 - PAGE 1

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	25341 125 31200/22200			23533 3		32333 3	22833 3	30200 2	
BUSINESS ADMIN (INCL MGMT	28000 1			20400 5			25000 1	27000 1	
ECONOM & FINANCE (BANKING	23200 5			23158 7	26750 2	28000 1	25000 1	30000 2	
MANAGEMENT INFO SYSTEMS							28800 1	32500 2	
MARKETING/MARK MGMT (RESR		17000 1		25000 1			29000 2		
ADVERTISING		24000 1							
COMMUNICATIONS				22530 2			20000 1		
JOURNALISM						15000 1			
LETTERS (incl English, Li				24000 1					
VISUAL & PERFORMING ARTS		24000 1							
HISTORY				21000 1					
POLITICAL SCIENCE/GOVT				10000 1	16800 1	10000 1			
AGRICULTURAL								32375 4	
CIVIL			36000 1						34550 2
COMPUTER						36750 2	32000 1		
ELECTRICAL/ELECTRONIC							35000 2	17230 1	32000 1
INDUSTRIAL	30000 1		34000 1						
MECHANICAL								28000 1	
AGRIBUSINESS				20000 1				28000 1	
ANIMAL SCIENCES				30000 1					
NATURAL RESOURCES								28080 1	
COMPUTER SCIENCE				28667 3		36600 1	26236 11		
INFORMATION SCIENCES & SY	30000 1						22000 1		

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ARCHITECTURAL & ENVIRONME			26167 3						28000 1
BIOLOGICAL								23800 1	
MATHEMATICS				28000 1		35700 1		24500 1	

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE		HOSPITALITY(AM		HOSPITALITY(HO		INSURANCE		LEGAL SVCS		MERCHANDISING		PERSONNEL SUPP		PROTECTIVE SER		PUBLISHING	
ACCOUNTING	24829	14			25500	2	23000	2			20375	2						
BUSINESS ADMIN (INCL MGMT	22000	4			17300	3	23300	6			20533	15						
ECONOM & FINANCE (BANKING	23377	13	28000	1			25359	3			24000	8						
HOTEL/RESTAURANT MGMT.											20600	1						
HUMAN RSRCS (incl LABOR R	30000	1					24500	2			21000	1						
MARKETING/MARK MGMT (RESR	20500	1			19000	1	33000	2			24631	16	22500	1	21000	6	22000	1
REAL ESTATE	21250	2																
COMMUNICATIONS			12000	1			22000	1			22000	4						
JOURNALISM									21840	1								
TELECOMMUN/BROADCASTING											28000	1						
TEXTILES & CLOTHING			19200	1							21200	4						
LETTERS (incl English, Li											22740	1						
HUMANITIES - OTHER							29510	1										
CRIMINAL JUSTICE											18000	1						
HISTORY											19333	3						
POLITICAL SCIENCE/GOVT											27500	3	26000	1				
PSYCHOLOGY	18000	1									26000	1						
SOCIOLOGY													25500	2				
INDUSTRIAL	28000	1									33000	1						
ENGINEERING TECHNOLOGY							31500	1										
AGRIBUSINESS											22750	4						
OTHER AGRICULTURAL SCIENC					25000	1												
COMPUTER SCIENCE	31000	1					28333	3										

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ARCHITECTURAL & ENVIRONME		25000 1							
MATHEMATICS	25000 1			31000 1					

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING	22000 1		24250 2		24000 1	22232 10	25358 21 38000/22000		23000 1
BUSINESS ADMIN (INCL MGMT			24667 3			24382 2			17000 1
ECONOM & FINANCE (BANKING	27500 2		32000 1	36000 1		21000 2	26400 1		26500 2
HUMAN RSRCS (incl LABOR R			26200 1						
MANAGEMENT INFO SYSTEMS				30990 2					
MARKETING/MARK MGMT (RESR			17500 2						24000 1
ADVERTISING						23560 1			
COMMUNICATIONS			39666 1						
ELEMENTARY EDUCATION					19453 31 34985/11000				
PHYSICAL EDUCATION					17097 2				17000 1
SPECIAL EDUCATION					23916 5				
FOREIGN LANGUAGES					21000 1				
LETTERS (incl English, Li				32000 1	35643 1	20200 1			
VISUAL & PERFORMING ARTS					16456 3				
HUMANITIES - OTHER					21950 2				
CRIMINAL JUSTICE						21000 2			
POLITICAL SCIENCE/GOVT					44400 1	15798 2	28333 3		
PSYCHOLOGY					16492 2	23100 1			
SOCIOLOGY			19500 1				31200 1		
SOCIAL SCIENCES-OTHER						20195 1			
AEROSPACE & AERONAUTICAL						27700 2			
ARCHITECTURAL							34032 1		
CIVIL			34000 1	32000 1			32860 8		

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
COMPUTER		40505 1				26252 1			
ELECTRICAL/ELECTRONIC		32650 2		37611 6		27945 9	32700 1		
INDUSTRIAL				41000 1					
MECHANICAL		33000 1		38333 3		27609 7	29200 1		
ENGINEERING TECHNOLOGY			35000 1			29430 1			
PLANT SCIENCES					38000 1				
NATURAL RESOURCES							24000 1		
OTHER AGRICULTURAL SCIENC					24690 1		32000 1		
COMPUTER SCIENCE				28800 1		22608 1	37000 2		
HEALTH SCIENCES					23088 1				16640 1
BIOLOGICAL									10000 1
MATHEMATICS					22983 1				

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING					26500 6			25000 1	
BUSINESS ADMIN (INCL MGMT					27267 3		29000 2		31200 2
ECONOM & FINANCE (BANKING					24300 2				29500 2
HUMAN RSRCS (incl LABOR R							32000 1		
MANAGEMENT INFO SYSTEMS								24000 1	
MARKETING/MARK MGMT (RESR							21000 1		30250 4
COMMUNICATIONS	22000 1								27000 2
ELEMENTARY EDUCATION	10000 1								
LETTERS (incl English, Li							21000 1		18000 1
VISUAL & PERFORMING ARTS					23000 1				
HISTORY									30000 1
PSYCHOLOGY			10000 1					25200 1	
SOCIAL SCIENCES-OTHER			25000 1	45000 1					
AEROSPACE & AERONAUTICAL					31285 9				
CHEMICAL									32700 2
CIVIL								30425 4	
COMPUTER					33800 2				
ELECTRICAL/ELECTRONIC					33560 5				
INDUSTRIAL					31200 1		32400 1		30000 1
MECHANICAL					29936 7			34133 3	
ENGINEERING TECHNOLOGY					30938 5			29600 2	
AGRIBUSINESS						24888 8			24500 1
ANIMAL SCIENCES						26400 3			

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
OTHER AGRICULTURAL SCIENC						25000 1			
COMPUTER SCIENCE					33800 2				32000 1
BIOLOGICAL									30000 1

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS		ELECTR & ELECT		FOOD & BEVERAG		HOUSEHOLD & PE		METALS & METAL		MINING		PACKAGING & AL		PAPER & WOOD P		PETROLEUM & AL	
ACCOUNTING	30000	2	25500	5			27000	2									28356	9
BUSINESS ADMIN (INCL MGMT	31733	3	29750	2	29233	3											31289	5
DISTRIBUTION MANAGEMENT					26700	1												
ECONOM & FINANCE (BANKING	33000	2	24000	1	26200	3	40000	1									30100	5
HUMAN RSRCS (incl LABOR R	30000	1	26000	1	30000	1											27000	1
MARKETING/MARK MGMT (RESR	20550	2			24875	8	29200	1										
COMMUNICATIONS					26000	1												
LETTERS (incl English, Li	30000	1																
HUMANITIES - OTHER	22000	1																
POLITICAL SCIENCE/GOVT					21600	1												
CHEMICAL									31080	1					39000	1		
CIVIL																	36000	1
COMPUTER	28000	1	29000	2														
ELECTRICAL/ELECTRONIC	35300	2	35378	13													37433	3
ENIVRONMENTAL ENGINEERING			26400	1														
INDUSTRIAL	30167	3	34296	3														
MECHANICAL	36000	1							29750	2							40700	1
METALLURGICAL											33000	1						
MINING (INCL GEOLOGICAL)											34000	1						
ENGINEERING TECHNOLOGY	32000	1	33800	4														
AGRIBUSINESS					26000	1												
OTHER AGRICULTURAL SCIENC					22500	2												
COMPUTER SCIENCE	31389	9	36500	2			32000	1										

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 2

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MATHEMATICS		26000 1							

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
ACCOUNTING			21600 1				23000 3
BUSINESS ADMIN (INCL MGMT							18500 2
DISTRIBUTION MANAGEMENT							24700 1
ECONOM & FINANCE (BANKING			30000 1		14000 1	26700 1	20633 3
MARKETING/MARK MGMT (RESR			22500 1		16350 2	24400 3	21867 3
COMMUNICATIONS						23000 1	
LETTERS (incl English, Li					21000 1		23300 1
VISUAL & PERFORMING ARTS							18000 1
HUMANITIES - OTHER					21000 1		22825 2
PSYCHOLOGY						27000 1	
SOCIOLOGY						23000 1	
MECHANICAL			33000 1				32000 1
ENGINEERING TECHNOLOGY	26000 1						

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	25280 131 31200/22200	21667 3		21894 21 27000/19000	23433 3	25000 6	25033 9	30343 7	
BACHELOR - TECHNICAL	30000 2		29700 5	27333 6		36450 4	27506 15	27911 10	32275 4

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	23625 36 32000/18000	19733 3	20317 6	25199 17	21840 1	22697 61 45000/18000	24875 4	21000 6	22000 1
BACHELOR - TECHNICAL	28000 3	25000 1	25000 1	29500 5		24800 5			

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	25667 3		24988 11	32495 4	20574 49 44400/11000	21533 22 26000/20195	25966 26 39000/22000		22333 6
BACHELOR - TECHNICAL		34701 4	34500 2	36872 12	27190 4	27546 21 33420/26252	32587 15		13320 2

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	16000 2		17500 2	45000 1	26033 12		26400 5	24733 3	28700 12
BACHELOR - TECHNICAL					31613 31 39500/28500	25275 12	32400 1	31478 9	30317 6

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	28692 12	26333 9	26089 18	30800 4					29457 20 37000/26500
BACHELOR - TECHNICAL	31741 17	33931 26 55000/28600	23667 3	32000 1	30193 3	33500 2		39000 1	37800 5

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER MANUFACT
BACHELOR - NON TECHNICAL			24700 3		17740 5	24700 7	
BACHELOR - TECHNICAL	26000 1		33000 1				

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH	32740 5			29496 2					
MBA--TECH									

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH	47500 2								
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH					39000 1				
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH	38500 2	32500 1							
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH							
MBA--TECH							

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	25318 118 31200/22200	25645 75 50000/22000		25000 1	32000 1				24690 4
BUSINESS ADMIN (INCL MGMT	28000 1	24750 2	19900 2						27000 1
ECONOM & FINANCE (BANKING	23600 5	26167 9	21500 3		26500 1			27000 1	26152 17
MARKETING/MARK MGMT (RESR									24750 2
REAL ESTATE									18500 1
ADVERTISING		23780 2							
LETTERS (incl English, Li			24000 1						
VISUAL & PERFORMING ARTS		23000 1							
HUMANITIES - OTHER									29510 1
HISTORY				21000 1					
POLITICAL SCIENCE/GOVT								16800 1	
AGRIBUSINESS	21000 1								
ANIMAL SCIENCES				30000 1					
HEALTH SCIENCES		16640 1							

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
ACCOUNTING		20000 1					27000 1		
BUSINESS ADMIN (INCL MGMT	19100 2	26533 3	22000 1				30000 1	17300 3	
DISTRIBUTION MANAGEMENT							24700 1		
ECONOM & FINANCE (BANKING	25000 2	24000 1							
HUMAN RSRCS (incl LABOR R			24500 2						
MARKETING/MARK MGMT (RESR			36000 1		29000 1				
REAL ESTATE	24000 1								
COMMUNICATIONS			22000 1					12000 1	
JOURNALISM						15000 1		21840 1	
LETTERS (incl English, Li									30000 1
VISUAL & PERFORMING ARTS				24000 1					
POLITICAL SCIENCE/GOVT			11400 1						
ENGINEERING TECHNOLOGY		31500 1							
MATHEMATICS	25000 1					26000 1			

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ACCOUNTING								28000 1	23383 15
BUSINESS ADMIN (INCL MGMT		25544 6	29389 11			26900 2	19375 4		
DISTRIBUTION MANAGEMENT				26700 1					
ECONOM & FINANCE (BANKING		30000 2			28000 2	19500 1	23763 8		26700 2
HUMAN RSRCS (incl LABOR R							30000 1		
MARKETING/MARK MGMT (RESR	17000 1	22033 3	22333 6	24500 2	25000 1		24648 27 45000/20000		
COMMUNICATIONS		31333 2					27500 4		
TELECOMMUN/BROADCASTING			28000 1						
LETTERS (incl English, Li	32000 1	23300 1							
VISUAL & PERFORMING ARTS							18000 1		
HUMANITIES - OTHER							22000 1		
HISTORY							20000 2		
POLITICAL SCIENCE/GOVT							15800 2		
PSYCHOLOGY			26000 1				23400 3		
SOCIOLOGY								31200 1	
ELECTRICAL/ELECTRONIC		34700 1							
INDUSTRIAL							31500 2		
MECHANICAL							30000 1		
ENGINEERING TECHNOLOGY							33000 1		
AGRIBUSINESS		20000 1	24500 1		25000 1		25400 5		
ANIMAL SCIENCES							30000 1		
COMPUTER SCIENCE							15996 2		
BIOLOGICAL							30000 1		

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BUSINESS ADMIN (INCL MGMT			25764 1						22000 1
ECONOM & FINANCE (BANKING	21000 2								
LETTERS (incl English, Li		20200 1							
CRIMINAL JUSTICE				21000 2					
POLITICAL SCIENCE/GOVT	24000 1								
PSYCHOLOGY			23100 1						
SOCIAL SCIENCES-OTHER	20195 1								
AEROSPACE & AERONAUTICAL									30160 1
AGRICULTURAL								32750 2	
ARCHITECTURAL							34032 1		
CHEMICAL							27000 1		
CIVIL							31147 5	33642 8	
COMPUTER							38000 1		
ELECTRICAL/ELECTRONIC							44010 2	36000 1	33220 5
INDUSTRIAL									32022 4
MECHANICAL							34600 2	28600 2	33640 5
ENGINEERING TECHNOLOGY							31200 1		31300 4
ARCHITECTURAL & ENVIRONME							28000 1		

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BUSINESS ADMIN (INCL MGMT									31000 1
ECONOM & FINANCE (BANKING								40000 1	
MANAGEMENT INFO SYSTEMS	28800 1								
AEROSPACE & AERONAUTICAL	32240 1				25000 1	29913 5			33333 3
AGRICULTURAL									36000 1
CHEMICAL							36160 3		
CIVIL									33362 5
COMPUTER	28351 3		31900 4						35500 1
ELECTRICAL/ELECTRONIC	32400 1	35559 4	38500 1	31000 1		32933 3			32335 24 40716/26252
ENIVRONMENTAL ENGINEERING					26400 1				
INDUSTRIAL	34500 1				32400 1	32000 1		34000 1	30000 1
MECHANICAL		36184 3			32000 2	32700 1		31700 1	29172 12
METALLURGICAL									33000 1
MINING (INCL GEOLOGICAL)								34000 1	
ENGINEERING TECHNOLOGY								28000 1	33254 6
COMPUTER SCIENCE	30000 2		33026 4						

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
BUSINESS ADMIN (INCL MGMT	17000 1								
ECONOM & FINANCE (BANKING	25000 1								
MARKETING/MARK MGMT (RESR									24000 1
ELECTRICAL/ELECTRONIC					44000 1				
NATURAL RESOURCES		24000 1							
BIOLOGICAL			10000 1						

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
ACCOUNTING						26000 1			
BUSINESS ADMIN (INCL MGMT					25200 1				
ECONOM & FINANCE (BANKING						27000 1		32000 1	
MANAGEMENT INFO SYSTEMS						27000 2	31980 1		
COMMUNICATIONS					20000 1				
POLITICAL SCIENCE/GOVT		22000 1							
PSYCHOLOGY		10000 2							
SOCIAL SCIENCES-OTHER				25000 1					
COMPUTER					40505 1				
INDUSTRIAL							41000 1		
AGRIBUSINESS									28500 2
ANIMAL SCIENCES									24600 2
OTHER AGRICULTURAL SCIENC									25500 4
COMPUTER SCIENCE					29477 13	31500 2	30954 13		
INFORMATION SCIENCES & SY						26000 2			
MATHEMATICS							28000 1	31000 1	

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING		34000 1		20375 2					
BUSINESS ADMIN (INCL MGMT		24500 2		21982 17			30000 1		
ECONOM & FINANCE (BANKING		25250 4		23275 8				33000 2	
HOTEL/RESTAURANT MGMT.				20600 1					
HUMAN RSRCS (incl LABOR R			27800 4	27000 3					
MANAGEMENT INFO SYSTEMS		32500 2							
MARKETING/MARK MGMT (RESR			19000 1	22879 14					
COMMUNICATIONS		22000 1		20612 5					
ELEMENTARY EDUCATION									19158 32 34985/11000
PHYSICAL EDUCATION		17000 1							17097 2
SPECIAL EDUCATION									23916 5
TEXTILES & CLOTHING				20800 5					
FOREIGN LANGUAGES									21000 1
LETTERS (incl English, Li				20685 4					35643 1
VISUAL & PERFORMING ARTS									16450 3
HUMANITIES - OTHER				22217 3					21950 2
CRIMINAL JUSTICE				18000 1					
HISTORY				24000 2					
POLITICAL SCIENCE/GOVT		44400 1	29598 2	23700 5					
PSYCHOLOGY									22983 1
SOCIOLOGY				23375 4					
SOCIAL SCIENCES-OTHER				45000 1					
AGRICULTURAL		28000 1							

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91 90th: 22080 / 10th: 18330 PART B - PAGE 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ELECTRICAL/ELECTRONIC		17230 1							
INDUSTRIAL		29000 2							
ENGINEERING TECHNOLOGY				27300 2					
AGRIBUSINESS		27800 2		19500 3					
PLANT SCIENCES									38000 1
NATURAL RESOURCES		28080 1							
OTHER AGRICULTURAL SCIENC				25000 1					24690 1
COMPUTER SCIENCE		33500 2							
HEALTH SCIENCES									23088 1
ARCHITECTURAL & ENVIRONME	25875 4								
BIOLOGICAL		23800 1							
MATHEMATICS					30100 2				22983 1

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	25271 124 31200/22200	25606 89 50000/22000	21383 6	23000 2	29250 2			21900 2	25687 26 37000/20400
BACHELOR - TECHNICAL	21000 1	16640 1		~~30000~~ 1					

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	22440 5	24720 5	23400 6	24000 1	29000 1	15000 1	27233 3	17148 5	30000 1
BACHELOR - TECHNICAL	25000 1	31500 1				26000 1			

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	24500 2	26095 14	26909 19	25233 3	27000 3	24433 3	23677 53 45000/18000	29600 2	23774 17
BACHELOR - TECHNICAL		27350 2	24500 1		25000 1		26538 13		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL	21549 4	20200 1	24432 2	21000 2					22000 1
BACHELOR - TECHNICAL							33656 14	32910 13	32513 19

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	GRADUATE DEVEL
BACHELOR - NON TECHNICAL	28800 1							40000 1	
BACHELOR - TECHNICAL	30524 8	35827 7	33134 9	31000 1	29560 5	31306 10	36160 3	31925 4	

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	PARAMEDIC
BACHELOR - NON TECHNICAL	21000 2								
BACHELOR - TECHNICAL		24000 1	10000 1		44000 1				

AVERAGE SALARY OFFERS MAY 1991 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91 90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL		14000 3		25000 1	22600 2	26750 4	31980 1	32000 1	
BACHELOR - TECHNICAL					30265 14	28750 4	31427 15	31000 1	26025 8

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		27700 12	27056 7	22693 75 45000/18000			30000 1	33000 2	19994 47 35643/11000
BACHELOR - TECHNICAL	25875 4	27771 10		23017 6	30100 2				27190 4